472 554 153 marketing or the more intricate techniques of production. It does suggest, however, that they have a sufficiently clear conception of the way to achieve the goal (and the way is more important than the goal itself) to enable them to organise and to act. It is apparent that the entrepreneurs studied were highly motivated.[1]

Land and food gardens

241 423 [428] [472] Most Orokaiva men established their cash crops on customary land to which they have acquired rights by inheritance from their fathers. None of the entrepreneurs did so, though all claim that they could have done had they wished but deliberately chose not to. Each stated that the reason was to avoid claims by kin to their land, produce or income.

241 423 472 A had cleared bush land and planted coffee at Garara where his close kin had been permitted to resettle in the late 1920s. Though the host clan did not mind the newcomers planting food crops they objected to cash crops and forced him to abandon it. About 1930 the newcomers purchased about 2,000 acres of virgin bush land at Kapurahambo from the clans of Soputa. The transfer was accompanied by a series of feasts and dances and the distribution of traditional valuables. The land was divided among the buying group, A and his two brothers being allocated an area of eighty-one acres on which they have since planted cocoa and coffee. A has applied for registration of his land under the Land (Tenure Conversion) Ordinance [656] 1963.

B claims he had extensive customary land available to him and this is confirmed by other villagers. But for his cash crops (coffee and cocoa) he chose to clear an area of unoccupied bush land which had formerly been owned by a small group which had been decimated and the survivors scattered decades before. B thought he would acquire exclusive rights to the area he cleared (Crocombe and Hogbin 1963b:72-3). He subsequently improved the security of [656] his title by registering this land under the Higaturu Council land registration scheme, a transitional scheme, now superseded. He has since applied for registration under the 1963 legislation.

C has rights to hundreds of acres of customary lands. For his [432] cash-cropping, however, he chose to use two adjacent blocks of a total of 106 acres which had been purchased by the government for European settlement in the 1920s for 54 pounds of tobacco, one tomahawk and one knife. The European lessor planted coconuts but abandoned the property before the second world war. Though legally

[1] A better understanding of this aspect will be achieved by research to be undertaken in 1967 by Ruth Finney of the University of California.

informal 'company' was formed to operate the enterprise. There were sixteen shareholders, all residents of A's hamlet or the absent sons of residents. A contributed $144 in cash while the others contributed $10 each. This money is used as working capital and placed in a Cocoa Account at the savings bank. It is controlled by A's eldest son, who is referred to as chairman of the company and is generally responsible for the handling and marketing of produce.

Wet cocoa beans were bought from villagers from moneys in the Cocoa Account at 3 cents per pound and fermented and dried. They were shipped through a local trading firm and sold on the London market. The fermentary has not been very successful because most villagers outside A's hamlet sold to a European fermentary which collected the beans and paid a higher price. Another, and perhaps more important, reason that the local fermentary was not patronised lay in tensions and divided loyalties within the neighbouring villages. From early 1962 until May 1963 only 7,080 pounds of wet cocoa beans were processed using the temporary fermentary. No later figures are available but the credit balance in the Cocoa Account rose from $174.07 in June 1963 to $470 in January 1966.

All four entrepreneurs aspire to owning a motor vehicle. A's early attempts were declined by officials,[1] and his attempt to establish a bus service in 1963 (for which he had sufficient finance) was thwarted when the only licence was granted to an expatriate. He still gives top priority to buying a vehicle for his own cartage and for hire. B had the funds but not the driving skill.

The difficulty of acquiring a skill such as driving is often overlooked. For a person in a rural area it is usually necessary to go to a town and get a job. Even then one may spend several years in an unskilled job without getting the opportunity to learn to drive. Few Papuans have vehicles and most people are naturally reluctant to allow others to practise on their vehicles. B's son has now tried unsuccessfully for three years to find an opportunity to learn to drive. C and D have each been seeking a cheap second-hand vehicle for some time, but the likelihood of establishing a successful carrying business is doubtful, for overheads are high, business would probably be irregular and many of the potential customers would have difficulty in paying. In the long term, as incomes rise, there will certainly be openings for such ventures. In the meantime, however, there is a danger that a transport business would survive only if it was subsidised in part at least from

[1] Official approval was then necessary for indigenous people to go into debt.